GOVERNMENT OF THE DISTRICT OF COLUMBIA

DETERMINATION AND FINDINGS FOR A SOLE SOURCE PROCUREMENT

Program Agency: Office of Unified Communications (OUC)

Proposed Contractor: Motorola Solutions, Inc

Contract Number: CW87829

Caption: Purchase of Motorola Brand Radios for January 20201

Event

AUTHORITY

D.C. Official Code §2-354.04, 27 DCMR 1304, 1700, and 1701

1. MINIMUM NEED:

The Office of Contracting and Procurement, on behalf of the Office of Unified Communications (OUC), is seeking to procure 175 APX 6000 portable radios for District agencies for Inauguration and mandatory maintenance prior to January 31, 2021. The OUC is the District's centralized point for the management of critical public safety communications and resources.

The proposed contractor, Motorola Solutions Inc. is the manufacturer with direct oversight of manufacturing, shipping and delivery of the required goods. The contractor's end of year pricing reduction is offered to customers which authorized resellers which operate outside of the District can not compete with the manufacturer of delivery of new radios at the price/quantity proposed by the contractor. The proposed contractor is the sole source to meet the District's ordering requirements.

2. <u>ESTIMATED FAIR AND REASONABLE PRICE</u>:

The total available funding to be allocated for the goods is in the amount not to exceed \$998,801.00 to cover goods with delivery by January 31, 2020. The pricing is lower than pricing available in historical contracts, cooperative contracts accessible to the District and other publicly available contract vehicles.

3. FACTS SUPPORTING SOURCE SELECTION:

- The Office of Unified Communications (OUC) has a critical need to procure radios for Metropolitan Police Department (MPD) to provide emergency communications operations for public safety situations such as the inauguration and major maintenance intervals for District wide agencies.
- Due to the scope of equipment and the type of delivery requirement for goods procured under this procurement, the District intends to obtain equipment through a sole source method via the manufacturer.
- The proprietary technology equipment is manufactured by Motorola Solutions, Inc and is
 designed to assist in coordination of Emergency Communications functions and will meet
 the customized environment for District radio transmission protocols. There are no DC
 partners with Motorola per a review of their website. The manufacturer's partners can
 not provide the quantity of new equipment at the same price point.

- Motorola Solutions, Inc is the only entity that has authority over manufacturing, delivery
 and discounting while meeting delivery for inauguration. The vendor has authorized
 sellers however the vendors do not offer the same warranty, maintain the needed stock
 and can guarantee new radios.
- Motorola Solutions, Inc also provides maintenance and interoperability of the existing
 District radio platform. These services are specialized in nature and focused on
 configuration and technical support for the proprietary technology. These just in time
 manufacturing efficiencies, logistics efforts and pricing discounts are not available
 through any third parties such as radio dealers or authorized resellers.

The Contracting Officer has determined that the Contractor has the necessary financial resources, business alliance, logistics and expertise to be able to provide the required equipment. The Contractor has been awarded contracts under DC Government, Houston-Galveston Area Cooperatives (HGAC), Federal Supply Schedules and with other state/local public entities per market research.

Karima Holmes Agency Director	Date
Office of Unified Communications	
CERTIFICATION BY CONTR	ACTING OFFICER
sole source method of procuren award a sole source contract wa	ngs and certify that they are sufficient to justify the use of the nent under the cited authority. I certify that the notice of intent to is published in accordance with 27 DCMR 1304 and that no amend that the Chief Procurement Officer approve the use of the

Richard Owens
Chief Contracting Officer
Public Safety and Justice Cluster

DETERMINATION

Based on the above findings and in accordance with the cited authority, I hereby determine that it is not feasible or practical to invoke the competitive solicitation process under either Section 402 or 403 of the District of Columbia Procurement Practices Reform Act of 2010 (D.C. Law 18-371; D.C. Official Code § 2-354.02 or 2-354.03). Accordingly, I determine that the District is justified in using the sole source method of procurement.

George A. Schutter, III
Chief Procurement Officer

Determination and Findings Sole Source